

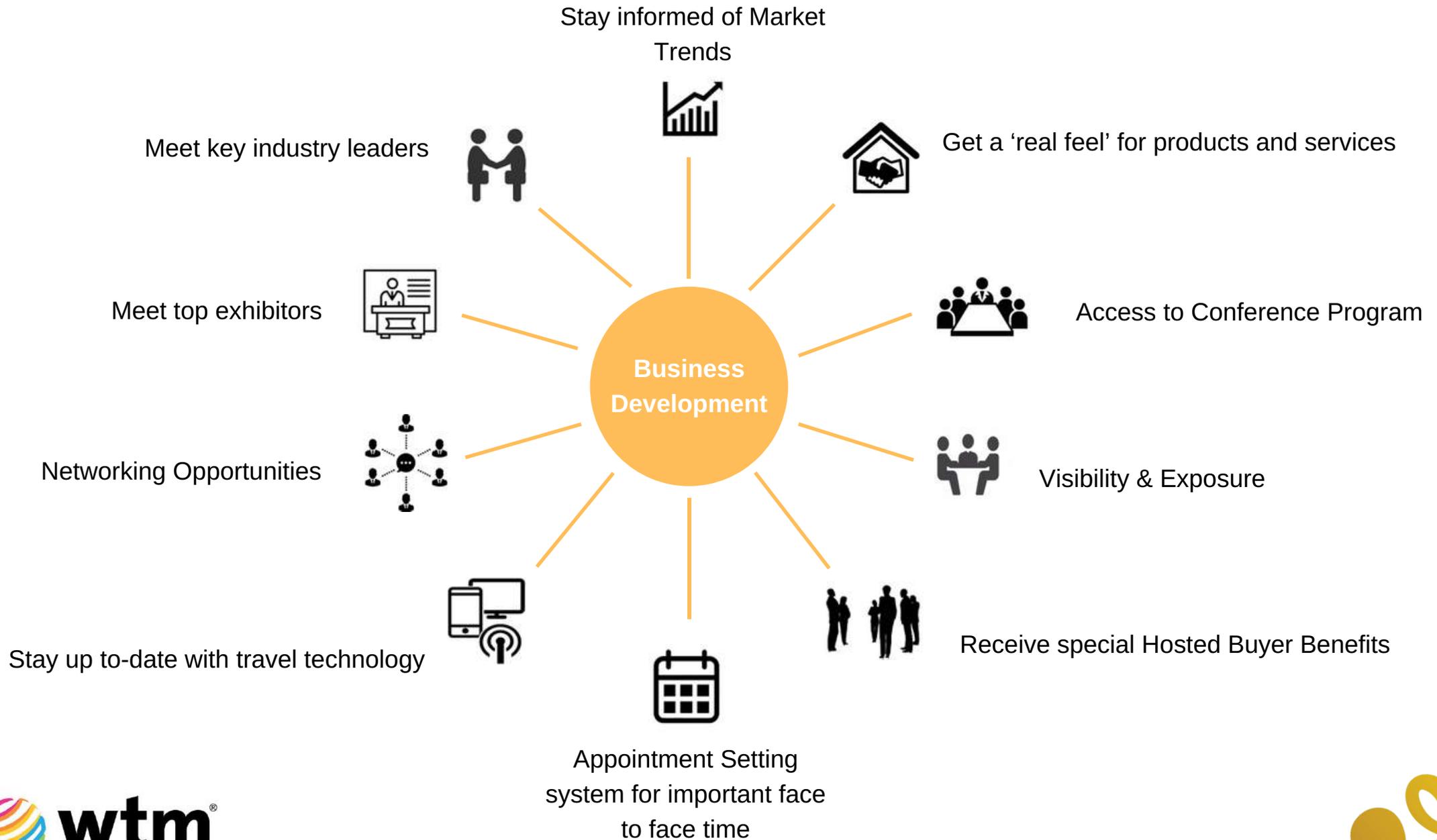


Hosted Buyer Programme 2020



Take Your Business To The Next Level

The Business benefits of being a Hosted Buyer:



Benefits

- Contribution towards the cost of your return flights to Cape Town*
- Complimentary return / round-trip airport transfers.
- Complimentary hotel accommodation in one of the official properties for up to four (4) nights
- Complimentary breakfast at your allocated hotel
- Transfers from your official hotel to the venue on all three days of the exhibition
- Personalised diary of appointments with exhibitors of your choice
- Participation in one Speed Networking session (mandatory)
- Invitation to the highly exclusive WTM Africa Networking Events
- Access to the conference theatres and all seminars
- Access to the Buyers Lounge on the show floor, providing complimentary refreshments, lunch and Wi-Fi
- Exclusive opportunity to attend one of WTM® Africa's official post tours (where applicable)

*Fully Hosted Buyers only

Requirements

- Must meet the Hosted Buyer qualifying requirements in order to be considered for the programme
- Must commit to a minimum of 10 appointments per day
- Fully Hosted buyers must commit to three days attendance. Semi Hosted buyers must commit to a minimum of two days.
- Hosted Buyers will be required to actively participate the Pre-Scheduling Appointment Programme by selecting and ranking in order of importance a specified number of appointment preferences within a specified time frame
- Must be willing to fill up diary with self-scheduled appointments following the official appointment match results
- Compulsory attendance to one speed networking session as per appointment schedule. The attendance is mandatory and non-attendance will incur a no-show fee
- Must complete appointment ratings and post show survey

Please note that a registration fee of if you are accepted onto the programme as a Hosted Buyer. This is non-refundable and is now part of the programme T&C's for 2020. (Please see fees section)



Benefits

Hosted Buyers must meet the following qualifying criteria:

- Must be a senior travel industry professional with responsibility for contracting or have direct purchasing authority
- Evidence of past business in Africa and desire to expand in the South African continent
- Must be able to demonstrate sufficient business growth in the South African continent in the last year
- While it is not about employee numbers, you must represent an established organisation within the travel industry
- Must be able to provide references from South African organisations you have conducted business with in the last year
- Must have a annual budget for consolidated spend in South Africa

How To Apply

REGISTER YOUR INTEREST

Please note that this is NOT an application form!

This is simply a qualifying first step to let us know you are interested in the programme. If you meet the specified requirements, you will be invited to continue with an application form.

Due to the number of applicants, we are not always able to reply to everyone.

COMPLETE APPLICATION FORM

You will be invited to this stage!

We will need to gather some important information from you. Please kindly set aside 10 – 15 minutes to complete the application in full and with as much detail as possible.

You can save the form and return to it later but we do advise to try and complete it in one go so you don't have to think about it again.

COMPLETE PAYMENT

Your application WILL NOT BE complete until you have completed the payment section.

Payment is also an indication that you agree to our Terms & Conditions – please read them in full.

Please look out for your confirmation email. If you do not receive it within two weeks of applying, please email us!



Don't Let Your Competitors Have The Advantage

Hosted Buyer Highlights

Speed Networking

A much-loved highlight of the show, this event offers a unique environment in which to make a lot of new contacts in a small amount of time.

This proven formula allows buyers to make more sort-after introductions with leading travel exhibitors than would be possible in scheduled appointments or on the show floor.



Social Events

The perfect opportunity to be a part of the conversation and find out what's new, exciting and on the horizon. Keep up to date with competitors and establish new contacts.

Appointment Match Making

Everyone is busy, and our appointment match system will allow you to schedule one to one meetings with your top exhibitors with ease.

Your diary will be available to view online so you can block out any conference spots and schedule in some much-needed breaks.



The Finer Details

Attendance Requirements

If you wish to be considered as Fully or Semi Hosted Buyer, you must commit to attending all three days of the show.

Travel Arrangements

It is down to the Hosted Buyer to arrange their own flights to Sao Paulo International airport (GRU) within the allocated reimbursement amount depending on your departure country.

Appointment Preferences

You will need to complete the exhibitor preferencing stage in order for the appointment match to go ahead.

The next stage is the self-scheduled appointments where you will be able to fill up your diary by requesting and / or accepting meetings directly with exhibitors.

Terms & Conditions

So very much overlooked but perhaps the most important part to read.

You will need to ensure that you are familiar with our cancellation and no-show policies.

The requirements for the Hosted Buyer programme are also listed as part of our **T&Cs** and failure to comply, could incur a fee.

Flight Reimbursement Process

A benefit of being qualified as a Fully Hosted Buyer is that we contribute towards the cost of your flight.

This contribution amount will depend on the country your business is based in and will be listed in your confirmation email.

We reimburse in GBP up to the listed reimbursement amount or the amount of your ticket, whichever is less.

**Flight contribution is not included for Semi-Hosted or Appointment Only Buyers.*

FAM Tours

Who doesn't look forward to a FAM tour opportunity!

These will be available in your Hosted Buyer Zone i.e. your online Hosted Buyer portal and it works on a first come, first served basis.

Networking Session

You will be asked to choose one speed networking session in your online Hosted Buyer Zone, once this goes live.

Networking Events

Your Hosted Buyer badge is your golden ticket to all organised networking and informative events organised specially for the Hosted Buyer programme.

Please note we can't guarantee any extra tickets for guests of a Hosted Buyer.



Application Fees

Please Note:

Completed application forms will incur a non-refundable admin fee of £5

Approved applications will involve the following final non-refundable application fees:

International Hosted Buyer: £200

African based buyers: £115

Semi Hosted Buyers: £35

Appointment Only Buyers: £5

These fees will only be charged upon qualification of the application

Why we charge:

WTM Africa 2020 is a great business investment with a high return.

We provide a long list of benefits including quality networking events. We wish to continue to offer this and more.

The Fine Print:

The application fees are non-refundable except in medical situations where a medical certificate will need to be provided.

We do also have a cancellation deadline and fees may apply.

If you are unable to attend, you may wish to nominate a colleague to go for. Please contact the WTM Africa Buyer team on how to proceed

****Please read our Terms & Conditions for full details on our application, cancellation and no-show policies and applicable charges.**

Apply To Be A Hosted Buyer



[Access Registration Form Here](#)



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